Z-0746.8			

SENATE BILL 6293

State of Washington 58th Legislature 2004 Regular Session

By Senators Murray, Prentice, Benton, Roach and Rasmussen

Read first time 01/16/2004. Referred to Committee on Financial Services, Insurance & Housing.

- 1 AN ACT Relating to the mortgage broker practices act; amending RCW
- 2 19.146.020, 19.146.0201, 19.146.030, 19.146.200, 19.146.210, and
- 3 19.146.235; reenacting and amending RCW 19.146.220; and prescribing
- 4 penalties.

8

9

- 5 BE IT ENACTED BY THE LEGISLATURE OF THE STATE OF WASHINGTON:
- 6 **Sec. 1.** RCW 19.146.020 and 1997 c 106 s 2 are each amended to read 7 as follows:
 - (1) Except as provided under subsections (2) and (3) of this section, the following are exempt from all provisions of this chapter:
- 10 (a) Any person doing business under the laws of the state of
- 11 Washington or the United States, and any federally insured person doing
- business under the laws of any other state, relating to commercial
- 13 banks, bank holding companies, savings banks, trust companies, savings
- 14 and loan associations, credit unions, consumer loan companies,
- insurance companies, or real estate investment trusts as defined in 26
- 16 U.S.C. Sec. 856 and the affiliates, subsidiaries, and service
- 17 corporations thereof;
- 18 (b) An attorney licensed to practice law in this state who is not

p. 1 SB 6293

principally engaged in the business of negotiating residential mortgage loans when such attorney renders services in the course of his or her practice as an attorney;

1 2

- (c) Any person doing any act under order of any court, except for a person subject to an injunction to comply with any provision of this chapter or any order of the director issued under this chapter;
- (d) Any person making or acquiring a residential mortgage loan solely with his or her own funds for his or her own investment without intending to resell the residential mortgage loans;
- (e) A real estate broker or salesperson licensed by the state who obtains financing for a real estate transaction involving a bona fide sale of real estate in the performance of his or her duties as a real estate broker and who receives only the customary real estate broker's or salesperson's commission in connection with the transaction;
- (f) Any mortgage broker approved and subject to auditing by the federal national mortgage association or the federal home loan mortgage corporation;
- (g) The United States of America, the state of Washington, any other state, and any Washington city, county, or other political subdivision, and any agency, division, or corporate instrumentality of any of the entities in this subsection (1)(g); and
- (h) A real estate broker who provides only information regarding rates, terms, and lenders in connection with a CLI system, who receives a fee for providing such information, who conforms to all rules of the director with respect to the providing of such service, and who discloses on a form approved by the director that to obtain a loan the borrower must deal directly with a mortgage broker or lender. However, a real estate broker shall not be exempt if he or she does any of the following:
- 30 (i) Holds himself or herself out as able to obtain a loan from a lender;
- 32 (ii) Accepts a loan application, or submits a loan application to 33 a lender;
- (iii) Accepts any deposit for third-party services or any loan fees from a borrower, whether such fees are paid before, upon, or after the closing of the loan;
- 37 (iv) Negotiates rates or terms with a lender on behalf of a 38 borrower; or

(v) Provides the disclosure required by RCW 19.146.030(1).

- (2) Those persons otherwise exempt under subsection (1)(d) or (f) of this section must comply with RCW 19.146.0201 through 19.146.080 and shall be subject to the director's authority to issue a cease and desist order for any violation of RCW 19.146.0201 through 19.146.080 and shall be subject to the director's authority to obtain and review books and records that are relevant to any allegation of such a violation.
- (3) Any person otherwise exempted from the licensing provisions of this chapter may voluntarily submit an application to the director for a mortgage broker's license. The director shall review such application and may grant or deny licenses to such applicants upon the same grounds and with the same fees as may be applicable to persons required to be licensed under this chapter.
- (a) Upon receipt of a license under this subsection, such an applicant is required to continue to maintain a valid license, is subject to all provisions of this chapter, and has no further right to claim exemption from the provisions of this chapter except as provided in (b) of this subsection.
- (b) Any licensee under this subsection who would otherwise be exempted from the requirements of licensing by RCW 19.146.020 may apply to the director for exemption from licensing. The director shall adopt rules for reviewing such applications and shall grant exemptions from licensing to applications which are consistent with those rules and consistent with the other provisions of this chapter.
- Sec. 2. RCW 19.146.0201 and 1997 c 106 s 3 are each amended to read as follows:

It is a violation of this chapter for a loan originator, mortgage broker required to be licensed under this chapter, or mortgage broker otherwise exempted from this chapter under RCW 19.146.020(1) (d) or (f) ((in connection with a residential mortgage loan)) to:

- (1) Directly or indirectly employ any scheme, device, or artifice to defraud or mislead borrowers or lenders or to defraud any person;
 - (2) Engage in any unfair or deceptive practice toward any person;
 - (3) Obtain property by fraud or misrepresentation;
- 36 (4) Solicit or enter into a contract with a borrower that provides

p. 3 SB 6293

in substance that the mortgage broker may earn a fee or commission through the mortgage broker's "best efforts" to obtain a loan even though no loan is actually obtained for the borrower;

- (5) Solicit, advertise, or enter into a contract for specific interest rates, points, or other financing terms unless the terms are actually available at the time of soliciting, advertising, or contracting from a person exempt from licensing under RCW 19.146.020(1) (f) or (g) or a lender with whom the mortgage broker maintains a written correspondent or loan brokerage agreement under RCW 19.146.040;
- (6) Fail to make disclosures to loan applicants and noninstitutional investors as required by RCW 19.146.030 and any other applicable state or federal law;
- (7) Make, in any manner, any false or deceptive statement or representation with regard to the rates, points, or other financing terms or conditions for a residential mortgage loan or engage in bait and switch advertising;
- (8) Negligently make any false statement or knowingly and willfully make any omission of material fact in connection with any reports filed by a mortgage broker or in connection with any investigation conducted by the department;
- (9) Make any payment, directly or indirectly, to any appraiser of a property, for the purposes of influencing the independent judgment of the appraiser with respect to the value of the property;
- (10) Advertise any rate of interest without conspicuously disclosing the annual percentage rate implied by such rate of interest or otherwise fail to comply with any requirement of the truth-in-lending act, 15 U.S.C. Sec. 1601 and Regulation Z, 12 C.F.R. Sec. 226, the real estate settlement procedures act, 12 U.S.C. Sec. 2601 and Regulation X, 24 C.F.R. Sec. 3500, or the equal credit opportunity act, 15 U.S.C. Sec. 1691 and Regulation B, Sec. 202.9, 202.11, and 202.12, as now or hereafter amended, in any advertising of residential mortgage loans or any other mortgage brokerage activity;
- (11) Fail to pay third-party providers no later than thirty days after the recording of the loan closing documents or ninety days after completion of the third-party service, whichever comes first, unless otherwise agreed or unless the third-party service provider has been notified in writing that a bona fide dispute exists regarding the performance or quality of the third-party service;

(12) Collect, charge, attempt to collect or charge or use or propose any agreement purporting to collect or charge any fee prohibited by RCW 19.146.030 or 19.146.070;

- (13)(a) Except when complying with (b) and (c) of this subsection, to act as a mortgage broker in any transaction (i) in which the mortgage broker acts or has acted as a real estate broker or salesperson or (ii) in which another person doing business under the same licensed real estate broker acts or has acted as a real estate broker or salesperson;
- (b) Prior to providing mortgage broker services to the borrower, the mortgage broker, in addition to other disclosures required by this chapter and other laws, shall provide to the borrower the following written disclosure:
 - THIS IS TO GIVE YOU NOTICE THAT I OR ONE OF MY ASSOCIATES HAVE/HAS ACTED AS A REAL ESTATE BROKER OR SALESPERSON REPRESENTING THE BUYER/SELLER IN THE SALE OF THIS PROPERTY TO YOU. I AM ALSO A LICENSED MORTGAGE BROKER, AND WOULD LIKE TO PROVIDE MORTGAGE BROKERAGE SERVICES TO YOU IN CONNECTION WITH YOUR LOAN TO PURCHASE THE PROPERTY.
- YOU ARE NOT REQUIRED TO USE ME AS A MORTGAGE BROKER IN CONNECTION WITH THIS TRANSACTION. YOU ARE FREE TO COMPARISON SHOP WITH OTHER MORTGAGE BROKERS AND LENDERS, AND TO SELECT ANY MORTGAGE BROKER OR LENDER OF YOUR CHOOSING; and
- (c) A real estate broker or salesperson licensed under chapter 18.85 RCW who also acts as a mortgage broker shall carry on such mortgage brokerage business activities and shall maintain such person's mortgage brokerage business records separate and apart from the real estate brokerage activities conducted pursuant to chapter 18.85 RCW. Such activities shall be deemed separate and apart even if they are conducted at an office location with a common entrance and mailing address, so long as each business is clearly identified by a sign visible to the public, each business is physically separated within the office facility, and no deception of the public as to the separate identities of the brokerage business firms results. This subsection (13)(c) shall not require a real estate broker or salesperson licensed under chapter 18.85 RCW who also acts as a mortgage broker to maintain a physical separation within the office facility for the conduct of its

p. 5 SB 6293

- 1 real estate and mortgage brokerage activities where the director
- 2 determines that maintaining such physical separation would constitute
- 3 an undue financial hardship upon the mortgage broker and is unnecessary
- 4 for the protection of the public; or

- 5 (14) Fail to comply with any provision of RCW 19.146.030 through
- 6 19.146.080 or any rule adopted under those sections.
- **Sec. 3.** RCW 19.146.030 and 1997 c 106 s 4 are each amended to read 8 as follows:
 - (1) Within three business days following receipt of a loan application or any moneys from a borrower, a mortgage broker shall provide to each borrower a full written disclosure containing an itemization and explanation of all fees and costs that the borrower is required to pay in connection with obtaining a residential mortgage loan, and specifying the fee or fees which inure to the benefit of the mortgage broker and other such disclosures as may be required by rule. A good faith estimate of a fee or cost shall be provided if the exact amount of the fee or cost is not determinable. This subsection shall not be construed to require disclosure of the distribution or breakdown of loan fees, discount, or points between the mortgage broker and any lender or investor.
 - (2) The written disclosure shall contain the following information:
 - (a) The annual percentage rate, finance charge, amount financed, total amount of all payments, number of payments, amount of each payment, amount of points or prepaid interest and the conditions and terms under which any loan terms may change between the time of disclosure and closing of the loan; and if a variable rate, the circumstances under which the rate may increase, any limitation on the increase, the effect of an increase, and an example of the payment terms resulting from an increase. Disclosure in compliance with the requirements of the truth-in-lending act, 15 U.S.C. Sec. 1601 and Regulation Z, 12 C.F.R. Sec. 226, as now or hereafter amended, shall be deemed to comply with the disclosure requirements of this subsection;
 - (b) The itemized costs of any credit report, appraisal, title report, title insurance policy, mortgage insurance, escrow fee, property tax, insurance, structural or pest inspection, and any other third-party provider's costs associated with the residential mortgage loan. Disclosure through good faith estimates of settlement services

and special information booklets in compliance with the requirements of the real estate settlement procedures act, 12 U.S.C. Sec. 2601, and Regulation X, 24 C.F.R. Sec. 3500, as now or hereafter amended, shall be deemed to comply with the disclosure requirements of this subsection;

1 2

- (c) If applicable, the cost, terms, duration, and conditions of a lock-in agreement and whether a lock-in agreement has been entered, and whether the lock-in agreement is guaranteed by the mortgage broker or lender, and if a lock-in agreement has not been entered, disclosure in a form acceptable to the director that the disclosed interest rate and terms are subject to change;
- (d) A statement that if the borrower is unable to obtain a loan for any reason, the mortgage broker must, within five days of a written request by the borrower, give copies of any appraisal, title report, or credit report paid for by the borrower to the borrower, and transmit the appraisal, title report, or credit report to any other mortgage broker or lender to whom the borrower directs the documents to be sent;
- (e) Whether and under what conditions any lock-in fees are refundable to the borrower; and
- (f) A statement providing that moneys paid by the borrower to the mortgage broker for third-party provider services are held in a trust account and any moneys remaining after payment to third-party providers will be refunded.
- (3) If subsequent to the written disclosure being provided under this section, a mortgage broker enters into a lock-in agreement with a borrower or represents to the borrower that the borrower has entered into a lock-in agreement, then no less than three business days thereafter including Saturdays, the mortgage broker shall deliver or send by first-class mail to the borrower a written confirmation of the terms of the lock-in agreement, which shall include a copy of the disclosure made under subsection (2)(c) of this section.
- (4) A mortgage broker shall not charge any fee that inures to the benefit of the mortgage broker if it exceeds the fee disclosed on the written disclosure pursuant to this section, unless (a) the need to charge the fee was not reasonably foreseeable at the time the written disclosure was provided and (b) the mortgage broker has provided to the borrower, no less than three business days prior to the signing of the loan closing documents, a clear written explanation of the fee and the

p. 7 SB 6293

- 1 reason for charging a fee exceeding that which was previously
- 2 disclosed. However, if the borrower's closing costs, excluding prepaid
- 3 escrowed costs of ownership as defined by rule, does not exceed the
- 4 total closing costs in the most recent good faith estimate, excluding
- 5 prepaid escrowed costs of ownership as defined by rule, no other
- 6 disclosures shall be required by this subsection.
- 7 **Sec. 4.** RCW 19.146.200 and 1997 c 106 s 8 are each amended to read 8 as follows:
- 9 (1) A person may not engage in the business of a mortgage broker, except as an employee of a person licensed or exempt from licensing, 10 11 without first obtaining and maintaining a license under this chapter. 12 However, a person who independently contracts with a licensed mortgage 13 broker need not be licensed if the licensed mortgage broker and the independent contractor have on file with the director a binding written 14 which the licensed 15 under mortgage broker responsibility for the independent contractor's violations of any 16 17 provision of this chapter or rules adopted under this chapter; and if the licensed mortgage broker's bond or other security required under 18 this chapter runs to the benefit of the state and any person who 19 20 suffers loss by reason of the independent contractor's violation of any 21 provision of this chapter or rules adopted under this chapter.
 - (2) A person may not bring a suit or action for the collection of compensation as a mortgage broker unless the plaintiff alleges and proves that he or she was a duly licensed mortgage broker, or exempt from the license requirement of this chapter, at the time of offering to perform or performing any such an act or service regulated by this chapter. This subsection does not apply to suits or actions for the collection or compensation for services performed prior to October 31, 1993.
- 30 (3) The license must be prominently displayed in the mortgage 31 broker's place of business.
- 32 <u>(4) Every licensed mortgage broker shall at all times have a</u> 33 <u>designated broker responsible for all activities of the licensee in</u> 34 <u>conducting the business of a mortgage broker under this chapter.</u>
- 35 **Sec. 5.** RCW 19.146.210 and 1997 c 106 s 10 are each amended to read as follows:

SB 6293 p. 8

2223

24

2526

27

2829

- 1 (1) The director shall issue and deliver a mortgage broker license 2 to an applicant if, after investigation, the director makes the 3 following findings:
 - (a) The applicant has paid the required license fees;
 - (b) The applicant has complied with RCW 19.146.205;

- (c) Neither the applicant, any of its principals, or the designated broker have had a license issued under this chapter or any similar state statute suspended or revoked within five years of the filing of the present application;
- (d) Neither the applicant, any of its principals, or the designated broker have been convicted of a gross misdemeanor involving dishonesty or financial misconduct or a felony within seven years of the filing of the present application;
- (e) The designated broker, (i) has at least two years of experience in the residential mortgage loan industry or has completed the educational requirements established by rule of the director and (ii) has passed a written examination whose content shall be established by rule of the director; and
- (f) The applicant ((has)), its principals, and the designated mortgage broker have demonstrated financial responsibility, character, and general fitness such as to command the confidence of the community and to warrant a belief that the business will be operated honestly, fairly, and efficiently within the purposes of this chapter.
- (2) If the director does not find the conditions of subsection (1) of this section have been met, the director shall not issue the license. The director shall notify the applicant of the denial and return to the applicant the bond or approved alternative and any remaining portion of the license fee that exceeds the department's actual cost to investigate the license.
- (3) The director shall issue a license under this chapter to any licensee issued a license under chapter 468, Laws of 1993, that has a valid license and is otherwise in compliance with the provisions of this chapter.
- (4) A license issued pursuant to this chapter ((is valid)) expires on the date one year from the date of issuance ((with no fixed date of expiration)) which, for license renewal purposes, is also the renewal date. The director shall establish rules regarding the license renewal process created under this chapter.

p. 9 SB 6293

- 1 (5) A licensee may surrender a license by delivering to the 2 director written notice of surrender, but the surrender does not affect 3 the licensee's civil or criminal liability or any administrative 4 actions arising from acts or omissions occurring before such surrender.
 - (6) To prevent undue delay in the issuance of a license and to facilitate the business of a mortgage broker, an interim license with a fixed date of expiration may be issued when the director determines that the mortgage broker has substantially fulfilled the requirements for licensing as defined by rule.
- 10 **Sec. 6.** RCW 19.146.220 and 1997 c 106 s 12 and 1997 c 58 s 879 are each reenacted and amended to read as follows:
- 12 (1) The director ((shall)) is authorized to enforce all laws and 13 rules relating to the licensing of mortgage brokers, grant or deny 14 licenses to mortgage brokers, and hold hearings.
 - (2) The director may impose ((the following sanctions:
- 16 (a) Deny applications for licenses for: (i))) fines, or order
 17 restitution against licensees, or deny, suspend, decline to renew, or
 18 revoke licenses for:
- 19 <u>(a)</u> Violations of orders, including cease and desist orders 20 ((issued under this chapter; or (ii) any violation of RCW 19.146.050 or 21 19.146.0201 (1) through (9);
- 22 (b) Suspend or revoke licenses for:));
- (((i))) <u>(b)</u> False statements or omission of material information on the application that, if known, would have allowed the director to deny the application for the original license;
- 26 (((ii))) <u>(c)</u> Failure to pay a fee required by the director or 27 maintain the required bond;
- 28 (((iii))) <u>(d)</u> Failure to comply with any directive ((or)), order, 29 <u>or subpoena</u> of the director; or
- 30 $((\frac{\text{(iv)}}{\text{)}})$ <u>(e)</u> Any violation of $((\frac{\text{RCW}}{19.146.050}, \frac{19.146.060(3)}{19.146.0201}, \frac{19.146.0201}{19.146.0201}, \frac{19.146.205(4)}{19.146.205(4)}, \frac{19.146.265}{19.146.205}$
- $\frac{(c)}{(c)}$) this chapter.

5

6 7

8

15

- 33 (3) The director may impose fines on ((the licensee,)) an employee 34 or loan originator of the licensee, or other person subject to this 35 chapter for:
- 36 $\left(\left(\frac{1}{2}\right)\right)$ (a) Any violations of RCW 19.146.0201 (1) through (9) or

- 1 (12), 19.146.030 through 19.146.080, 19.146.200, 19.146.205(4), or 19.146.265; or
- 3 $(((\frac{ii}{ii})))$ (b) Failure to comply with any directive or order of the director($(\dot{\tau})$).
- 5 $((\frac{d}{d}))$ (4) The director may issue orders directing a licensee, its 6 employee or loan originator, or other person subject to this chapter 7 to((÷
- 8 (i))) cease and desist from conducting business ((in a manner that
 9 is injurious to the public or violates any provision of this chapter;
 10 or
- 11 (ii) Pay restitution to an injured borrower; or)) or other harmful activities.
- (((e))) <u>(5) The director may issue orders removing from office or prohibiting from participation in the conduct of the affairs of a licensed mortgage broker, or both, any officer, principal, employee, or loan originator of any licensed mortgage broker or any person subject to licensing under this chapter for:</u>
- 18 $((\frac{1}{2}))$ (a) Any violation of 19.146.0201 (1) through (9) or (12), 19.146.030 through 19.146.080, 19.146.200, 19.146.205(4), or 19.146.265; or
- 21 (((ii))) <u>(b)</u> False statements or omission of material information 22 on the application that, if known, would have allowed the director to 23 deny the application for the original license; <u>or</u>
- 24 (((iii))) <u>(c)</u> Conviction of a gross misdemeanor involving 25 dishonesty or financial misconduct or a felony after obtaining a 26 license; or
- $((\frac{(iv)}{(iv)}))$ (d) Failure to comply with any directive or order of the director.
- $((\frac{3}{3}))$ (6) Each day's continuance of a violation or failure to comply with any directive or order of the director is a separate and distinct violation or failure.
- $((\frac{4}{1}))$ The director shall establish by rule standards for licensure of applicants licensed in other jurisdictions.
- $((\frac{(5)}{)})$ (8) The director shall immediately suspend the license or certificate of a person who has been certified pursuant to RCW 74.20A.320 by the department of social and health services as a person who is not in compliance with a support order ((or a residential or visitation order)). If the person has continued to meet all other

p. 11 SB 6293

- 1 requirements for reinstatement during the suspension, reissuance of the
- 2 license or certificate shall be automatic upon the director's receipt
- 3 of a release issued by the department of social and health services
- 4 stating that the licensee is in compliance with the order.

5 **Sec. 7.** RCW 19.146.235 and 1997 c 106 s 14 are each amended to 6 read as follows:

7 (1) For the purposes of investigating complaints ((arising under this chapter)) or apparent violations of this chapter, the director may 8 at any time, either personally or by a designee, examine and 9 investigate the business, including but not limited to the books, 10 11 accounts, records, and files used therein, of every licensee and of 12 every person engaged in the business of mortgage brokering, whether such a person shall act or claim to act under or without the authority 13 of this chapter. ((For that purpose the director and designated 14 15 representatives shall have access during regular business hours to the 16 offices and places of business, books, accounts, papers, records, 17 files, safes, and vaults of all such persons.)) For the purpose of this section, an apparent violation is obvious, evident, open to view, 18 visible to the eye, within site or view, plain, or known. For the 19 20 purposes of this section, the director may visit, either personally or by designee, the licensee's place or places of business to conduct 21 examinations and investigations. In order to conduct these 22 examinations and investigations, the director and designated 23 representatives have access during regular business hours to the 24 offices and places of business, books, accounts, papers, records, 25 26 files, safes, and vaults of all licensees. The director may interview the licensee or other designated employee or independent contractor, 27 and undertake the activities necessary to ensure that the licensee is 28 in compliance with this chapter. The director or designated person may 29 direct ((or)), order, or subpoena the attendance of and examine under 30 31 oath all persons whose testimony may be required about the loans or the business or subject matter of any such examination or investigation, 32 and may direct $((or))_{,}$ order, or subpoena such person to produce books, 33 34 accounts, records, files, and any other documents the director or designated person deems relevant to the inquiry. ((If a person who 35 36 receives such a directive or order does not attend and testify, or does 37 not produce the requested books, records, files, or other documents

within the time period established in the directive or order, then the director or designated person may issue a subpoena requiring attendance or compelling production of books, records, files, or other documents.))

(2) No person subject to examination or investigation under this chapter shall knowingly withhold, abstract, remove, mutilate, destroy, or secrete any books, records, computer records, or other information. A person who commits an act under this subsection is guilty of a class B felony punishable under RCW 9A.20.021(1)(b) or punishable by a fine of not more than twenty thousand dollars, or both.

((Once during the first two years of licensing, the director may visit, either personally or by designee, the licensee's place or places of business to conduct a compliance examination. The director may examine, either personally or by designee, a sample of the licensee's loan files, interview the licensee or other designated employee or independent contractor, and undertake such other activities as necessary to ensure that the licensee is in compliance with the provisions of this chapter. For those licensees issued licenses prior to March 21, 1994, the cost of such an examination shall be considered to have been prepaid in their license fee. After this one visit within the two year period subsequent to issuance of a license, the director or a designee may visit the licensee's place or places of business only to ensure that corrective action has been taken or to investigate a complaint.))

--- END ---

p. 13 SB 6293